

DATE: 5/19/04  
TIME: 8:49 a.m.  
ACTIVITY: Home Telephone 3 incoming from (847) 267-0264  
CALL#: 167

SPEAKERS:  
LEVINE: Stuart Levine  
GONZALES: Adrianna Gonzales  
BETTY: Dick Betty

\* \* \* \*

1 LEVINE Yes.  
2 GONZALES Stuart I have Dick Betty.  
3 LEVINE Oh put him on.  
4 LEVINE Hi Dick.  
5 BETTY Hey Stu, how are you?  
6 LEVINE Fine, how are you?  
7 BETTY Good. Stu did you, have you talked to  
8 uh, Steve since uh, I sent him that  
9 report?  
10 LEVINE Yes.  
11 BETTY Okay and you, you don't, you're not  
12 concerned with anything?  
13 LEVINE No, you know no the, the, the uh, the  
14 thing on that report, he had the uh, the  
15 attitude that he did and maybe it would  
16 merit a little bit down the road uh, our  
17 having a talk with him. He was viewing  
18 it as a real estate investment and...  
19 BETTY Right.  
20 LEVINE Looking at it to be the kind of returns  
21 and fees that you get for a real estate  
22 deal.  
23 BETTY Mm hm.

1 LEVINE But we don't, we're not looking at it  
2 like that. We're looking at it as fixed  
3 income.

4 BETTY Right.

5 LEVINE And that gives a different perspective  
6 uh, uh, uh, to it and um, uh, so I, I,  
7 no Steve we weren't concerned.

8 BETTY Okay. Because I know Steve's one  
9 comment to me he said that, that because  
10 that guy's a friend of your friend, he  
11 didn't want him saying to that guy that  
12 he didn't think it was uh, that that was  
13 a good deal.

14 LEVINE Give me that again. (laughs)

15 BETTY Okay. The, the, the guy that, that I  
16 sent the report, the guy that did the  
17 report...

18 LEVINE Right.

19 BETTY That guy is a friend of your friend.

20 LEVINE Right. Uh huh.

21 BETTY He said.

22 LEVINE Mm hm.

23 BETTY Do you follow?

24 LEVINE Right.

25 BETTY Okay. And he was, he said his only  
26 concern was that he hoped that the guy  
27 that did the report didn't say anything  
28 negatively to your friend.

29 LEVINE Well um, when we're together you'll  
30 (UI), but everything's fine.

31 BETTY Okay. Okay. I, I because I, I, I'm  
32 um,...

1 LEVINE But I, I think, I think it would be good  
2 uh, somewhere down the road to have a  
3 uh, a conversation with, with Mark or  
4 maybe we'll have lunch one day  
5 because...

6 BETTY Well I, I think it would help because my  
7 concern is now see I had dinner with uh,  
8 with, with the two principals uh,...

9 LEVINE Mm hm. Mm hm.

10 BETTY The other night with our friend.

11 LEVINE Mm hm.

12 BETTY And I hinted to them I did not wanna  
13 come out uh, uh, and tell them that,  
14 that, that I had uh, you know received a  
15 report and what was in there. But I did  
16 tell them that I had gotten a, a voice  
17 mail from the guy saying that there was  
18 some concern and I sort of fished around  
19 you know what was said, how, what was  
20 their feeling on it. And of course  
21 their feeling was that you know  
22 everything went great with it and I said  
23 well, and when I dug into it a little  
24 bit deeper I, I said I think what one of  
25 the problems is, is um, how you guys  
26 presented your fees because you did the  
27 same thing with the other one and he  
28 told you to change it. I said you guys  
29 are novices in this. And, and I said  
30 you, you, I said it may well be that his  
31 concern was is how you presented the  
32 fees between Killian and yourself.

33 LEVINE I think probably it was, it was, it was  
34 uh, uh, uh, a number of things. First  
35 of all uh, uh, they, uh, they came in  
36 uh, uh, and uh, uh, didn't, and, and  
37 they looked like, uh, and because  
38 they're, they're, they're making  
39 mortgages. It looks like everybody  
40 thinks real estate.

41 BETTY Mm hm.

1 LEVINE And uh, so everybody gets that real  
2 estate hat on.

3 BETTY Right.

4 LEVINE And um, uh, you know we'll, we'll give  
5 them uh, coaching on how, how to present  
6 themselves uh, here.

7 BETTY Yeah my, my recommendation to them was  
8 and I said please guys I said, you know  
9 I can direct you but you're gonna have  
10 to listen to Steve. I said because I  
11 said if you guys have any questions on  
12 any paperwork or anything that needs to  
13 be filled out in the future before you  
14 submit it to anybody...

15 LEVINE Right.

16 BETTY Run it by him and let him take a look at  
17 it.

18 LEVINE Right. I, uh, I, I'm, I'm gonna  
19 shepherd this, this whole thing through.

20 BETTY Okay.

21 LEVINE Uh, because it's a great opportunity for  
22 these guys and, and, and uh, and they're  
23 good guys but they're um, uh, uh, uh,  
24 they don't know the pitfalls.

25 BETTY Right and that, that's what I said, I  
26 said, I said look Steve i-, i-, is more  
27 than qualified to give you guys  
28 directions on how to, how to do this. I  
29 said you guys don't, are not and you're,  
30 and you're gonna stub your toe a couple  
31 of times. It doesn't mean it's the end  
32 of the world but I said you know there's  
33 a, there's an easier way of doin' things  
34 and don't reinvent the wheel.

35 LEVINE Mm hm. Well I mean it, it, this, this  
36 probably will serve as a great example  
37 for 'em.

1 BETTY Right and I, I, I think it will so I'm  
2 lookin' at it more as a blessing in  
3 disguise that I will show 'em that  
4 report, but I, I wanted, I wanted to  
5 have a sit down with you and Steve or if  
6 you don't think Steve is necessary, to  
7 make sure that I present it to them  
8 right and then tell them how to correct  
9 it.

10 LEVINE You know what uh, I'll, I'll, I'll have  
11 uh, uh, Steve and you can uh, uh, uh,  
12 can, can talk with 'em.

13 BETTY Um-kay.

14 LEVINE Uh, or St-, I mean, see it's really uh,  
15 it's, it's, in this instance it's as  
16 simple as, as understand, you have to  
17 understand who your audience is. And  
18 they're not, they don't look at the  
19 pension funds uh, as uh, a particular  
20 audience that needs to have their  
21 product pigeon holed in a certain...

22 BETTY Mm hm.

23 LEVINE Place in order for the trustees to  
24 understand it.

25 BETTY Right.

26 LEVINE And you know they come in and they say  
27 well put me anywhere you want.

28 BETTY Right.

29 LEVINE And uh, it uh, it, it, it, it, it's like  
30 e-, it's just like everything else it's,  
31 it's, it's, of course the thing with the  
32 fees is, it was a different uh,  
33 different situation.

34 BETTY Right. Right.

35 LEVINE Uh, but at any rate I'll tell you what  
36 um, I'll have uh, um, um, um, Steve uh,  
37 call them 'cause he has a copy of the

1 report.

2 BETTY Yes.

3 LEVINE And I'll have Steve uh, uh, tell them  
4 what, from his perspective uh, uh,...

5 BETTY Well I, I wouldn't do that yet Stu only  
6 because I didn't.

7 LEVINE Oh, okay.

8 BETTY And let me, let me tell you when to have  
9 him make that call.

10 LEVINE No, no, you know, you know what better,  
11 better this way. First of all they're  
12 gonna be workin' together as they get  
13 ready to, to come into.

14 BETTY Right.

15 LEVINE And uh, the important thing is that uh,  
16 uh, that they will be uh, uh, told what  
17 to prepare and how to prepare it.

18 BETTY Okay. Okay, well,...

19 LEVINE You know we, we have our meeting uh,  
20 Monday and Tuesday uh, the May meeting  
21 and right after that we can get started  
22 on, on, on this internally.

23 BETTY Okay. Alright, fine. Well I'll, I'll,  
24 I'll leave it there but don't, don't  
25 say...

26 LEVINE No I won't say a thing.

27 BETTY Yet until, because I wanna,...

28 LEVINE Okay, I understand.

29 BETTY I just wanna make sure that the  
30 opportunity is right so they can go back  
31 in and talk to uh, talk to Marco because  
32 I'm gonna be with him uh, we have uh, a  
33 meeting uh, the, the end of June and

1 I'll, I'll call him beforehand and then  
2 you know I can go over it with him.

3 LEVINE Mm hm.

4 BETTY Okay?

5 LEVINE Very good.

6 BETTY Alright.

7 LEVINE Thanks Dick.

8 BETTY Thanks Stu. Alright.

9 LEVINE Okay. Bye.

10 BETTY Bye.